

## Message Text

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PAGE 01 STATE 002082  
ORIGIN NEA-10

INFO OCT-01 ISO-00 EB-07 COME-00 /018 R

DRAFTED BY NEA/EGY:CAKENNEDY:SEB  
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R 052312Z JAN 77  
FM SECSTATE WASHDC  
TO AMEMBASSY CAIRO  
INFO AMEMBASSY TEHRAN

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E.O. 11652: N/A

TAGSBTRA EG US

SUBJ: BUSINESS VISITOR: JULIAN M. SOBIN

1. MR. JULIAN M. SOBIN, SENIOR VICE PRESIDENT, INTERNATIONAL-AL MINERALS AND CHEMICAL CORPORATION (IMC), AND PRESIDENT, SOBIN CHEMICALS, INC., VISITED NEA/EGY JANUARY 4 TO DISCUSS INVESTMENT PROSPECTS IN EGYPT. TWO OTHER COMPANY OFFICERS, JACK HICKS, V.P. GOVERNMENT AFFAIRS, AND RAYMOND TUTTLE, V.P. BUSINESS DEVELOPMENT, ACCOMPANIED SOBIN.
2. IMC IS INTERESTED IN PARTICIPATING IN MANAGEMENT AND INTERNATIONAL MARKETING FOR LARGE (\$300 MILLION) IRAN-EGYPT JOINT VENTURE PROJECT FOR FERTILIZER PRODUCTION ON THE RED SEA. PROCESS INVOLVES COMBINING PHOSPHATES FROM EGYPT AND SULFUR FROM IRAN. RED SEA LOCATION CHOSEN FOR MARKETING POTENTIAL ALONG EAST AFRICAN COAST AND ARAB STATES. PRESUMABLY, IRANIAN ENTITY (NATIONAL IRANIAN PETROCHEMICAL CO.) WOULD FINANCE PROJECT. IMC EGYPTIAN CONTACT IS TAHA ZAKY, CHAIRMAN AND MANAGING DIRECTOR OF EGYPT CHEMICAL INDUSTRIES.

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3. SOBIN PLANNING TO VISIT EGYPT JANUARY 10-13 AND WOULD LIKE TO ARRANGE APPOINTMENT WITH AMBASSADOR FOR ANYTIME TUESDAY, JANUARY 11. IMC PRESIDENT RICHARD LENON VISITED EGYPT LAST SPRING WITH MURPHY, THEN CHAIRMAN OF EGYPT-U.S.

JOINT BUSINESS COUNCIL. ACCORDING TO SOBIN, LENON FAVOR-

ABLY IMPRESSED BY EGYPT AND SADAT. LENON HAS INSPIRED HIS STAFF TO PURSUE POSSIBLE BUSINESS VENTURE IN EGYPT EVEN THOUGH INTERNATIONAL VENTURE A NEW FIELD FOR COMPANY. SOBIN WILL BE STAYING AT MERIDIAN HOTEL.

4. RAY TUTTLE WILL BE ARRIVING ONE DAY EARLIER THAN SOBIN TO ATTEND INTERNATIONAL BUSINESS CONFERENCE AT MERIDIAN. TUTTLE MAY ACCOMPANY SOBIN ON VISIT IF APPOINTMENT ARRANGED.

KISSINGER

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## Message Attributes

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**Review Markings:**  
Margaret P. Grafeld  
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